



Focus on Fleet

"There's no such thing as Government money. There is only Taxpayer money."

Fall 2003

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General Services Division, Office of State Fleet Management*

SFM ANNOUNCES REDUCED LEASE RATES: "GOLDEN CAR\$" PROGRAM BEGINS IN JANUARY

FULL STORY ON PAGE 4

From the State Fleet Manager

It's that time of year again!

In a couple of weeks, it will be time for that trip "over the river and through the woods" for Thanksgiving. Aside from the welcome time off and the attendant gorging on turkey, there are plenty of road safety issues involved.

First, Thanksgiving dinner makes you sleepy. No two ways about it. Some folks say it's the L-Tryptophan in the turkey; but recent research has shown that eating turkey actually helps people stay alert.

So what's the problem? Could it be making room for the extra stuffing and sweet potato pie? (Mmmmmm, sweet potato pie...) Or, most likely, it could be that after the amount you eat at the average Thanksgiving dinner (according to one source, an average of 130 grams of fat and about 2,500 calories) causes all your other functions to shut down while your digestive system copes with the overload.

What does all this have to do with Fleet Management?

Simple: sleepy drivers are a **major** road hazard. If you're sleepy, you stand a much higher chance of causing an accident than when alert — *in fact, you're as dangerous sleepy as you are drunk.*

If you get sleepy behind the wheel, there are a few things you can do: pull over, to start, and rest for a few minutes. You can

sprinkle your face with cold water, drive with the window open, or similar tricks, but the best thing to do is get more rest.

If you get sleepy driving in New Jersey, you'd best have a good lawyer. The Garden State has recently become the first State in the Union to criminalize driving while tired if you cause a fatal accident. See the story on page 3 for more information.

Second, you won't be the only person on the road to Grandmother's house on Turkey Day, so watch out for other drivers. Some of them might not get out much.

And it might not be a good idea to go out for a drive right after that big Turkey dinner — especially not in your fleet car.

Finally, be sure to read the story about State Fleet's new **GOLDEN CAR\$** program on page 4. This new program will dramatically reduce SFM's long-term lease rates — by an average of 13% — and give incentives to our customers to keep their older vehicles for less than they would spend on a new vehicle.

With that in mind, no matter what happens...

...Y'all be safe out there!

*—Gerald W. Calk
State Fleet Manager*

SCDOT Closes Senate St. Fuel Site

The State Fuel site at the corner of Senate and Park Streets in Columbia will be closing at the end of the day on 9 December. Construction on the Convention Center hotel has meant a good deal of upheaval in the area, and improvements under Senate Street have made getting to State Fleet more of an adventure. (Hint: listen for the backup warnings on the earth movers before you cross the street.)

The most convenient State fueling station after 9 December will be at the SCDOT facility on Shop Road.

State Fleet Earns High Marks

Congratulations are in order to State Fleet personnel. In the Agency-to-Agency Customer Satisfaction Surveys performed by the MAP Commission, State Fleet scored higher than all other Agencies.

More information about this story can be found on pages 144 and 145 of the MAP Commission's final report, available at www.myscgov.com.

Inside Focus on Fleet:

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- **GOLDEN CAR\$** Program Reduces SFM Lease Rates (p. 4)

Focus on Safety: Attack of the Deadly Cell Phone

Take a look at these headlines and see which one you think is false:

SUV Crashes on I-26; Cell Phone Blamed

Death in the Work Zone: Cell Yacker Distracted, Loses Life

Distracted Driving: Cell Phones Not As Bad As You Might Think

If you only get your news from TV, you would probably assume the third was the only fake. The fact is, I made all of them up, but the third one is closer to the truth than many Chicken Littles would like us to believe.

The issue of cell-phone-related driver distraction has been in the media spotlight for many months. But the facts don't support the popular conclusion that they are an unmitigated evil, like a rattlesnake waiting to strike the moment you hit "send."

Those of us who use cell phones know they can be a distraction, but so can lots of other things: crying children, barking dogs, that cheeseburger you just picked up at the Drive-Thru, adjusting the radio or changing a CD. You can even get distracted admiring the scenery or trying to see if anyone got hurt in an accident. But it's the modern marvel of the Deadly Cell Phone that gets all the attention, like the middle child who takes the fall for everything while the youngest gets away with it all.

Surprisingly, cell phones turned out to be less of a risk than a number of other, less recently invented distractions (see sidebar for more information).

So what do we do?

First and last: **PAY ATTENTION** to what's going on around us. Every defensive driving class teaches this basic idea, and every routine State driver should have had at least one such class by now.

You might also want to pull over if you're going to have a conversation. **You** know if the cell phone presents a distraction for you: if you tend to get very involved in telephone conversations, this is probably for you.

Surely no serious person would suggest that children be banned from personal vehicles, or pets either for that matter. And no one wants to do without his "tunes" in the car. The cell phone just happens to be the most recently invented and (to other drivers) the most visible distraction in today's automobiles. If another driver makes a maneuver that annoys you, and you see that he's on his cell, the first reaction might be, "Hang up and drive!"

Supervisors of any employees who routinely drive State vehicles but have not yet had a defensive driving class should contact State Fleet right away to see about training opportunities. You can also visit our

Web site at <http://www.ogs.state.sc.us/statefleet> and click on the link that says "Driver Training" to see a list of currently scheduled classes.

For more information about the Fleet Safety Program, contact Ron Tvorik at (803) 737-1602.

Top 15 Driving Distractions

According to a study by Virginia Commonwealth University, these are the top distractions, listed in order:

1. Rubbernecking : 16%
2. Driver fatigue: 12%
3. Looking at scenery or landmarks: 10%
4. Passenger or child distraction: 9%
5. Adjusting the radio or changing CD or tape: 7%
6. Cell phone: 5 percent
7. Eyes not on road: 4.5%
8. Not paying attention, daydreaming: 4%
9. Eating or drinking: 4%
10. Adjusting vehicle controls: 4%
11. Weather conditions: 2%
12. Unknown: 2%
13. Insect, animal, or object entering or striking vehicle: 2%
14. Document, book, map, directions, or newspaper: 2%
15. Medical or emotional impairment: 2%

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Palmetto State Awarded Prestigious Clean City Designation

The Palmetto State Clean Fuels Coalition, a group of public and private sector groups sponsored by the South Carolina Energy Office and dedicated to the advancement of alternative fuels and vehicles, has been awarded the prestigious Clean City designation by the U.S. Department of Energy's National Clean Cities Program. This designation is a formal recognition of all that the Coalition has done to deploy alternative fuels and alternative fuel vehicles throughout its nine-county region.

There are currently 1,232 alternative fuel vehicles operating on alternative fuel in this region, which includes the Rock Hill, Columbia, and Aiken metro areas.

The Clean City designation means that cities and counties in the Palmetto State Clean Fuels Coalition will be eligible for grants and federal funding to advance the usage of alternative fuels and vehicles. Use of alternative fuels not only improves air quality, but also develops markets for domestically produced fuels. Nationwide, only 86 local groups have achieved this designation.

Sponsored by the U.S. Department of Energy (DOE), the Clean Cities Program supports public and private partnerships that deploy alternative fuel vehicles (AFVs) and build supporting infrastructure. Palmetto Coalition stakeholders include the Catawba Council of Governments, the University of South Carolina, the Office of State Fleet Management, the SC Department of Health and Environmental Control, the SC Soybean Board, the Central Midlands Regional Transit Authority, the Central Midlands Council of Governments, Richland County, Aiken Electric Cooperative, United Energy Distributors, the Lower Savannah Council of Governments, the York County Natural Gas Authority, York County, and the City of Rock Hill.

The mission of the Clean Cities Program is to enhance the nation's energy security by reducing dependence on foreign oil and improving air quality by supporting public and private partnerships that deploy clean-burning AFVs and build their associated fueling infrastructure. Through this program, the Department of Energy hopes that one million AFVs will operate exclusively on alternative fuels by 2010, and that those AFVs will displace one billion gallons of gasoline a year.

For further information, contact Patricia Tangney of the South Carolina Energy Office at (803) 737-8030.

Short Takes

GM Certificates Exhausted

Unless your agency has a supply of its own, all the GM rebate certificates (which were good for up to a thousand dollars towards the purchase of a new GM vehicle) have been used. No more will be available unless GM decides to issue them at a later date. If you have questions about your certificates, contact Linda Watts at (803) 737-1508.

State uses Biodiesel to generate AFV credits

Earlier this year State Fleet partnered with the South Carolina Department of Transportation to use B20 biodiesel fuel at 18 fuel sites throughout the state. States may purchase and use biodiesel as a means of satisfying up to 50% of their AFV purchase requirements mandated by EPA Act 92.

In addition to the positive effects on the environment, for every 2,250 gallons of B20 (20 percent biodiesel and 80 percent petroleum diesel) used in equipment over 8,500 (GVWR), the State will earn one AFV credit. During this project, SFM paid the difference in price between regular diesel and biodiesel directly to the fuel vendor. A total of 226,000 gallons of B20 biodiesel was used from 1 June through 31 August, generating approximately 100 credits. These credits will be used to help satisfy AFV purchase requirements for the 2003 model year.

Driving While Sleepy: It's a Crime

If you have to drive through New Jersey any time soon, you'd best get your rest. Why? Because if you drive while tired or sleepy and cause an accident, you could do serious time in a New Jersey jail.

According to *Maggie's Law*, which went into effect in August 2003, if you cause a fatal accident and excessive sleepiness was involved, you can be charged with vehicular homicide, punishable by up to ten years in prison and a fine of up to \$100,000.00.

No one had been charged under this law as of early September, but remains an important tool available to prosecutors and law enforcement in general.

Several people have been imprisoned for sleep-based driving offenses. In May of this year a tour bus driver received a 10-year sentence after he fell asleep at the wheel, causing an accident that killed five people. He admitted he had stayed up late gambling the night before instead of resting.

Beginning in January 2004, the Federal Motor Carrier Safety Administration (FMCSA) rules for truck drivers will change slightly. The most important change is an increased off-duty requirement, going from eight hours off the road to ten per day.

While this may seem like an easy problem to avoid, it is more common than you might think. According to the National Sleep Foundation, just over half of adult drivers admit having driven while drowsy. Some 17

percent say they have actually fallen asleep at the wheel in the past year. This is very alarming indeed.

The NSF's findings were released in November 2002, just days before Thanksgiving, when it was expected that some 70 million drivers would be on the road for holiday travel. Sleepiness may be caused by any number of factors: fatigue (and who isn't over-busy these days?), certain medications, and conditions like sleep apnea may all play a role in this problem.

South Carolina has not yet criminalized drowsy driving, but it is probably only a matter of time even though this dangerous activity could also be construed as reckless driving. So if you have to drive, especially this holiday, be sure you get plenty of rest before you hit the road!

Reduced Lease Rates

SFM Rolls out “GOLDEN CAR\$” Program

On November 1, the Budget and Control Board’s Fleet Management Section announced price reductions in the cost of lease vehicles by an average of 13% starting January 1, 2004. This reduction will save customers \$1.5 million initially, with even greater additional savings available.

Currently, agencies that lease vehicles from SFM pay a flat monthly rate plus a per mile charge that covers all ownership costs including maintenance, insurance, and fuel. Those rates stayed the same regardless of vehicle mileage or condition.

Under the new system, a flat \$100 per-month lease rate will be charged to all vehicles and higher per-mile rates will be established so that those who use vehicles more pay more. However, the overall monthly charge will be, on average, 13 percent less.

Agencies can receive even bigger savings through the new “GOLDEN CAR\$” program. This is a new rate category that allows an agency to continue operating a vehicle beyond its normal projected life cycle. Once a vehicle passes its normal life span, the per mile charge to keep it in use will drop up to 40 percent depending on vehicle type. Agencies are not required to use the “GOLDEN CAR\$” program, but can receive big savings if they do.

State Fleet Management will closely monitor the condition of “GOLDEN CAR\$” vehicles and reserves the right to take out of service vehicles that are deemed to be unsafe or that require repairs that are not economical. It will still be up to each agency to determine what kinds of cars are appropriate for various needs.



Beginning with the first billable day in January 2004, Vehicle Lease Rates will be based on the structure below. Actual Rates will be adjusted annually in accordance with the lease agreement.

For more information, contact Jimmy Lever at State Fleet Management at (803) 737-1505

Vehicle Class	Life Cycle Mileage	Monthly Flat Rate	Minimum Mileage	In Life Cycle per mile	GOLDEN CAR\$ per mile
Compact Sedan	100,000	\$100.00	750	\$.21	\$.12
Intermediate Sedan	110,000	\$100.00	750	\$.23	\$.14
Full Size Sedan	125,000	\$100.00	750	\$.27	\$.15
Executive Sedan	125,000	\$100.00	750	\$.32	\$.15
Full Size Police Sedan	125,000	\$100.00	750	\$.28	\$.16
Intermediate Station Wagon	125,000	\$100.00	750	\$.25	\$.15
Mini Passenger Van	125,000	\$100.00	750	\$.26	\$.16
12-Passenger Van	150,000	\$100.00	750	\$.31	\$.22
15-Passenger Van	150,000	\$100.00	750	\$.31	\$.22
Mini Cargo Van	125,000	\$100.00	750	\$.28	\$.18
Full Size Cargo Van	150,000	\$100.00	750	\$.25	\$.18
Intermediate Utility 4x2	125,000	\$100.00	750	\$.25	\$.13
Intermediate Utility 4x4	125,000	\$100.00	750	\$.28	\$.15
Full Size Utility 4x2	150,000	\$100.00	750	\$.36	\$.23
Full Size Utility 4x4	150,000	\$100.00	750	\$.36	\$.23
Compact Pickup	125,000	\$100.00	750	\$.19	\$.12
Full Size ½-ton Pickup	150,000	\$100.00	750	\$.21	\$.15
Full Size ¾-ton Pickup 4x2	150,000	\$100.00	750	\$.27	\$.19
Full Size ¾-ton Pickup 4x4	150,000	\$100.00	750	\$.27	\$.15
Handicap Van (30K GVWR)	175,000	\$100.00	750	\$.41	\$.29
Handicap Bus	200,000	\$100.00	750	\$.51	\$.36
14-Passenger Minibus	175,000	\$100.00	750	\$.50	\$.35

Facility Certification Reviews for FY 2004

The following maintenance facilities are scheduled for an on-site Certification Review as indicated.

Clemson Sandhill	12-2-03, 9:00 AM	Forestry Walterboro	2-24-04, 10:00 AM
DOT Aiken	12-4-03, 10:00 AM	SFM	3-3-04, 9:30 AM
DOT Bamberg	12-9-03, 10:00 AM	Clemson Main	3-9-04, 9:30 AM
ETV	12-10-03, 9:00 AM	Clemson Ag. & Bio. Eng	3-9-04, 1:30 PM
Francis Marion Univ.	12-11-03, 10:00 AM	DOT Anderson	3-10-04, 9:30 AM
DOT Edgefield	12-16-03, 10:00 AM	DOT Oconee	3-10-04, 1:30 PM
DOT Lee	1-8-04, 10:00 AM	DOT Pickens	3-11-04, 9:30 AM
DOT Newberry	1-13-04, 10:00 AM	DOT Union	3-17-04, 10:00 AM
DOT Barnwell	1-14-04, 10:00 AM	DOT Jasper	3-23-04, 10:00 AM
DOT Equipment Depot	1-15-04, 9:00 AM	John De La Howe	4-6-04, 10:00 AM
DOT Rock Hill	1-21-04, 10:00 AM	P. B. Harris Hospital	4-8-04, 10:00 AM
DOT Dorchester	1-22-04, 10:00 AM	Coastal Carolina	4-14-04, 10:00 AM
DOT Holly Hill	1-27-04, 10:00 AM	DOT Georgetown	4-21-04, 10:00 AM
Forestry Kingstree	1-29-04, 10:00 AM	Dept. of Corrections	4-27-04, 9:30 AM
DOT Abbeville	2-4-04, 10:00 AM	Fire Academy	4-28-04, 9:30 AM
DOT Colleton	2-5-04, 10:00 AM	Deaf & Blind School	5-5-04, 10:00 AM
DOT Spartanburg	2-11-04, 10:00 AM	The Citadel	5-12-04, 10:00 AM
DOT Chesterfield	2-12-04, 10:00 AM	Questions concerning this schedule should be directed to Ms. Eleese Portee at phone (803) 737-1605 or email eportee@gs.sc.gov .	
Mental Health-Main	2-18-04, 10:00 AM		

Management, Accountability, Performance

Over the last several years, State government has been in turmoil. Revenue shortfalls, budget cuts and a change of government (both the State Senate and the Governor's Mansion are now controlled by a different party from just a few years ago) have caused a great deal of rethinking on the part of many, many State officials and workers.

Governor Mark Sanford's Management, Accountability and Performance Commission (known as the MAP Commission) was given a charge to evaluate the condition of State government. The Commissioners were to investigate in detail every branch of every agency, commission and board and make recommendations for the future.

The Commission's report was released on 30 September and received much coverage in the South Carolina press. However, since so many issues were raised in the report, it was not possible for the press to give all of them the attention they deserved. Here *Focus On Fleet* jumps into the breach to cover the issues of interest to Fleet Management professionals.

Here are some of the recommendations that went largely unnoticed:

35. State Fleet Management (SFM) should assume responsibility for managing the State Fleet of cars, vans, light trucks and other vehicles up to one-ton capacity.

SFM is already statutorily responsible for the entire State fleet (no. 35), but agencies manage their own fleets for the most part.

36. SFM lease rates be structured to include a flat rate common to all vehicle classes that would cover only insurance and fixed overhead costs, and a two tiered mileage rate tied to projected life cycle.

SFM Lease rates have already been restructured in accordance with this recommendation; see story on page 4.

37. Recommend that fuel not be included in the mileage rate but billed as a separate line item passthrough cost to the end users.

This recommendation was determined to be logistically impractical.

38. Recommend that SFM statewide regulatory costs be recovered through a surcharge on the fuel purchases rather than recovered through lease rates.

The fuel price structure has been restructured effective 1 October.

39. Individual agencies, upon concurrence by the State Fleet Manager, should retain responsibility for managing fleets of generally large (over one ton), agency specific vehicles such as SCDOE's school buses and SCDOT's highway equipment, and Federally funded vehicles.
40. SFM should continue to provide a central motor pool in Columbia and at other locations where cost effective.

Recommendations 39 and 40 are not a significant change from current policy.

41. Require Agency Heads to justify to the governor and/or their boards the permanent assignment of all vehicles based on the annual "Break Even Analysis" prepared by SFM.
42. SFM should use the State Treasurer's Master Lease Program to finance the interim transition of state vehicles into the SFM Fleet.
43. Detailed analysis be performed to verify findings that there are cost effective investment opportunities to consolidate maintenance shops and, where justified, that shops be consolidated.
44. It is recommended that most of the 12 maintenance shops (excluding SCDOT & SCDOE) in the Columbia area be replaced over time by three or four large shops built in strategic locations (Shop Road, Bull Street, Broad River, and State Park if it is developed as a state health campus).
45. As has been previously recommended, SCDOT and SCDOE should consolidate their district and county

shops over time as the existing shops are replaced. The new consolidated shops should also perform maintenance for other state, county and city vehicles in the area. The proceeds from the sale of the SCDOT and SCDOE sites in each county should be used to buy the land and construct the consolidated facility.

SFM will be working together with other stakeholders to see that any changes made are made with the utmost regard for the interests of all involved.

46. State Fleet Management should continue to expand its Commercial Vendor Repair Program, and include local governments.

SFM is already marketing its CVRP to other non-State government entities. The CVRP is an exemplary program: it saves government a great deal of money every year.

47. All of the Department of Education school bus maintenance shops should immediately come under the State Fleet Management Shop Accreditation Program.

The first of the *Information Technology* recommendations is:

1. Create a vision and strategy for customer service management to be efficiently implemented. Measurement of satisfaction is a must. The cost of the US Postal Service, phone, or personal interaction far exceeds the cost of delivering customer service electronically, so the State should focus on delivering the predominance of this service through the Web.

This recommendation could have a profound effect on the way State Fleet does business. While several small projects are currently underway to make it easier to do business over the Web, it could also lead to a complete overhaul or replacement of the State's motor vehicle management system, SCESIS.

SCESIS has been deployed for nearly ten years. The system has been improved in small steps over the years, but every system has



MAP Commission Report, continued

its time, and it would not be cost-effective to “Web-enable” SCEMIS. Rather, it would have to be redesigned to become a Web-based system.

A “Web-enabled” system is a retrofit of an existing system, like many home banking interfaces: engineers graft a Web interface onto their mainframe system. A “Web-based” system is one that is designed from the start with the Web in mind for the finished product. A good example of this would be “MapQuest” or the Budget and Control Board’s E-Leave system.

State Fleet welcomes the MAP Commission’s report and its suggestions. We look forward to working with the other stakeholders to see that any changes are implemented smoothly and with the best interests of the people of South Carolina in mind.

The MAP Commission’s final report is available at <http://www.myscgov.com>. It is available in Adobe PDF format. For more information about State Fleet’s response to the report, watch this space and our Web site at <http://www.ogs.state.sc.us/statefleet>.

SCGFMA Delivers Again

The South Carolina Governmental Fleet Managers’ Association met from 17 to 22 October at the Ocean Dunes Conference Center. This meeting is a welcome opportunity for networking to discuss the challenges of the Fleet Management business, and it never fails to deliver important information and an exchange of ideas.

Among other developments, our own **Jeff McCormack**, leader of the State Fleet Management **Compliance and Analysis Team**, was elected to the Board of Directors At Large.

State Fleet Safety Officer Ron Tvorik gave a presentation at the meeting on the Van Driver’s Safety Course. The session was well attended and should help spread the word about this worthwhile course.

State Fleet Safety Awards

Ron also presented the State Fleet Safety Awards at this year’s conference. The Budget and Control Board approved the South Carolina Fleet Safety Program in 1987. Implementation has helped to raise awareness of the need for increased safety training for routine State drivers.

The state fleet traveled **129,110,000 miles** during the fiscal year and had an accident frequency rate (number of accidents per million miles) of **7.49**. During the last fiscal year, 8,143 state employees successfully completed the **Defensive Driving Course**, the **Van Driver Safety Course** or the **Driver Improvement Program**. We also awarded 4,499 **Safe Driving Awards**.

Outstanding Maintenance Facility Award

The FY 2003 Outstanding State Maintenance Facility Award was presented to Mr. Charlton R. Carter of the DOT Calhoun County Maintenance Facility.

A maintenance facility receiving the outstanding maintenance facility award received an on-site Certification Review and no deficiencies were noted. In addition, maintenance personnel have gone above and beyond to ensure the maintenance facility also has a very professional atmosphere.

Congratulations to Mr. Carter and to the whole team at the SCDOT Calhoun County maintenance facility.

State Fleet Safety Awards

These awards are presented annually to those agencies (within agency-size category) which have the lowest Accident Frequency Rate (AFR) and best administer the provisions of the State Fleet Safety Program.

Best Large Agency **AFR 2.38** **SC Department of Corrections**

Geraldine Miro, Acting Director of Programs and Services, and Ron McClean, Director of Transportation Management, accepted the award on behalf of the DOC.

Best Medium Agency **AFR 1.53** **Vocational Rehabilitation Department**

Preston Coleman, Assistant Commissioner, and Bill Corder, Director of Procurement Services, accepted the award on the Agency’s behalf.

Best Small Agency **AFR 0.00** **Lander University**

Harold Galloway, Director of Physical Plant, accepted the award on behalf of the University.

Most Improved Agency: **AFR 2.34** **SC School for the Deaf and Blind**

Benny Bridges, Director of Transportation, accepted the award on behalf of the School.

Safe Driving Award Pins Presented

Lapel pins were recently awarded for accident-free driving. The following numbers of lapel pins were awarded:

5 Years	450
10 Years	242
15 Years	150
20 Years	44
25 Years	60
30 Years	12
35 years	1
40-year pin	1

Congratulations to these drivers for helping to keep South Carolina’s highways safe.

General Services Division
State Fleet Management
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Fuel Prices Rise

The cost of fuel is increasing for state agencies. The State's fuel system contractor, Mansfield Oil, recently petitioned the Materials Management Office for an increase in the margin they charge over the wholesale price of fuel.

The increase was needed due to the unprecedented increases in retail price margins charged by stations since the beginning of the contract. Historically, retail margins usually run between \$0.08 – \$0.10 per gallon, but over the last 18 months retail price margins have climbed as high as \$0.21 per gallon.

In response to these market conditions, a price increase of \$0.0325 per gallon was granted for retail unleaded fuel purchases. This increase began on October 1, 2003.

Also during this time the Governor's Commission on Management, Accountability, and Performance recommended that State Fleet Management recover regulatory costs through a surcharge on fuel pur-

chases rather than recovered through lease rates.

(SFM is granted authority under statute 1-11-225 to establish a cost allocation plan to recover the cost of operating the comprehensive statewide fleet management program.)

In accordance with this recommendation SFM is restructuring its lease rates and increasing the surcharge on fuel by \$0.04 per gallon. The increase also began on October 1, 2003.

Staff News

Congratulations to Melissia Stark, a member of the State Fleet Compliance and Analysis Team, who recently completed the requirements for the Associate Public Manager (APM) certificate.

According to the Office of Human Resources, the APM Certificate "offers new or experienced supervisors the skills and knowledge to help them stay on top of the latest supervisory techniques and achieve success in today's changing workplace."

Congratulations to Melissia!



GOLDEN CARS
State Fleet Management

- SFM Announces Reduced Lease Rates; see story on page 4